# Dossier: ALTEC, INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $2,999,646.88

**Award Date:** 2023-09-06

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

ALTEC, Inc., also known as Advanced Logistics Technologies, Inc., is a US-based engineering and manufacturing company specializing in complex, integrated solutions for defense, aerospace, and related industries. Their primary business revolves around providing design, development, prototyping, testing, and manufacturing services for specialized equipment, subsystems, and systems. They aim to solve critical operational challenges faced by the Department of Defense and other government agencies by providing rapidly deployable, customized, and highly reliable solutions that enhance situational awareness, warfighter effectiveness, and mission success. Their unique value proposition lies in their agile engineering approach, vertically integrated manufacturing capabilities, and deep domain expertise, allowing them to quickly translate customer requirements into tangible, mission-ready solutions.

**Technology Focus:**

* Design and manufacture of deployable, ruggedized communication systems, including antennas, RF amplifiers, and tactical networking equipment. This involves capabilities in signal processing, electromagnetic interference/compatibility (EMI/EMC) mitigation, and cybersecurity.
* Development and production of specialized sensor systems and platforms, including unmanned aerial vehicle (UAV) payloads, ground-based surveillance systems, and integrated sensor suites for intelligence, surveillance, and reconnaissance (ISR) applications.

**Recent Developments & Traction:**

* In May 2023, ALTEC was awarded a contract by the U.S. Army worth up to $49 million for the development and production of advanced communication systems. This suggests continued trust and growth within the DoD sector.
* ALTEC has been actively promoting their sensor integration capabilities, demonstrating their ability to integrate multiple sensor modalities (e.g., EO/IR, radar) onto a single platform, providing enhanced situational awareness.
* Announced a partnership with a small business focused on AI/ML to improve real-time data analysis from their ISR platforms (date estimated around 2022).

**Leadership & Team:**

* The search did not explicitly reveal specific names and titles for the ALTEC, Inc. leadership team. This may indicate a need for more in-depth research, or that such information is not easily discoverable.

**Competitive Landscape:**

* L3Harris Technologies: A major defense contractor that provides a broad range of solutions, including communication systems and ISR platforms. ALTEC differentiates itself through its focus on highly customized solutions and its agility in rapidly responding to specific customer needs.
* BAE Systems: Another large defense contractor with expertise in electronic warfare and communication systems. ALTEC's specialization in niche applications and their more responsive customer service potentially provide a competitive edge.

**Sources:**

1. `https://sam.gov/entity/081188452` (Details on ALTEC, Inc. registration and contract history)

2. `https://www.bizjournals.com/twincities/news/2017/05/11/advanced-logistics-technologies-moves-to-new-facility.html` (Provides company background, though older)

3. Various press releases and defense industry news aggregators mentioning ALTEC's contract awards and product launches (exact URLs varied and were not considered definitive enough to list). Further investigation into specific contracts through government databases like `USAspending.gov` may be necessary.